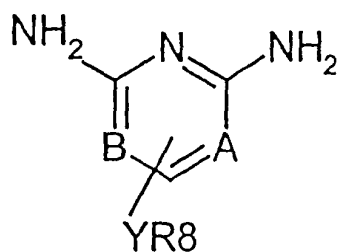


**In the Claims:**

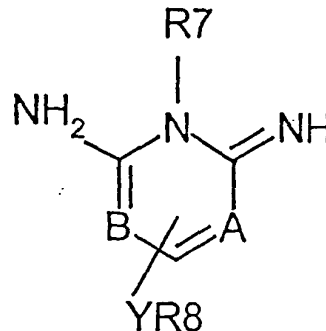
Please add claims 12 to 19 and cancel without prejudice claims 1 to 11:

12. A method of at least one of promoting hair growth and decreasing hair loss, said method comprising the steps of:

a) providing an agent comprising at least one member selected from the group consisting of compounds of formula (II), compounds of formula (III) and physiologically compatible salts thereof;



(II)



(III) ,

wherein **A** and **B**, independently of each other, are each a CH group or a nitrogen atom, with the proviso that at least one of said **A** and **B** is said CH group;

**Y** represents  $-\text{O}-$ ,  $-(\text{CH}_2)_n-$ ,  $-\text{NH}-\text{CH}_2-$ ,  $-\text{CH}_2-\text{NH}-$ ,  $-\text{N}=\text{N}-$ ,  $-\text{CH}=\text{CH}-$ ,  $-\text{CH}_2-\text{O}-$ ,

-O-CH<sub>2</sub>-, -N=CH-, -CH=N-, -(CH<sub>2</sub>-CH<sub>2</sub>-O)<sub>m</sub>- or -(O-CH<sub>2</sub>-CH<sub>2</sub>)<sub>m</sub>-, with m and n, independently of each other, equal to 1, 2, 3 or 4;

**R7** represents -OH, -OSO<sub>3</sub>H, -OALK or -OCOCH<sub>3</sub>, wherein ALK represents an alkyl group having one to four carbon atoms;

**R8** represents an alkyl group with one to eight carbon atoms, a hydroxyalkyl group having from one to six carbon atoms, a hydroxyalkenyl group having from two to six carbon atoms, an aryl group, a heteroaryl group or an alkenyl carboxylic acid group having two to six carbon atoms; and

b) applying said agent to hair and scalp in an amount sufficient for said promoting of said hair growth or said decreasing of said hair loss; and

c) leaving said agent on said hair and scalp for a predetermined time interval.

13. The method as defined in claim 12, wherein said predetermined time interval is at least 24 hours.

14. The method as defined in claim 12, wherein after said applying said scalp is massaged for another predetermined time interval.

15. The method as defined in claim 14, wherein said another predetermined time interval is for from 1 to 5 minutes.

16. The method as defined in claim 12, wherein said agent comprises said compound of the formula (II) in which **A** represents a CH group and **B** represents a CH group, **Y** represents -N=N-, -(CH<sub>2</sub>)<sub>n</sub>-, -CH=CH-, -N=CH- or -CH=N-, and **R8** represents an alkyl group with one to six carbon atoms, a hydroxyalkyl group having from one to six carbon atoms, a phenyl group, a benzyl group or a pyridyl group.

17. The method as defined in claim 12, wherein said agent is said compound of the formula (III) in which **Y** represents -N=N-, -(CH<sub>2</sub>)<sub>n</sub>-, -CH=CH-, -N=CH- or -CH=N-; **R7** represents -OH, -OSO<sub>3</sub>H or -OALK, wherein ALK is an alkyl group having one to four carbon atoms and **R8** represents an alkyl group with one to six carbon atoms, a hydroxyalkyl group having from one to six carbon atoms, a phenyl group, a benzyl group or a pyridyl group.

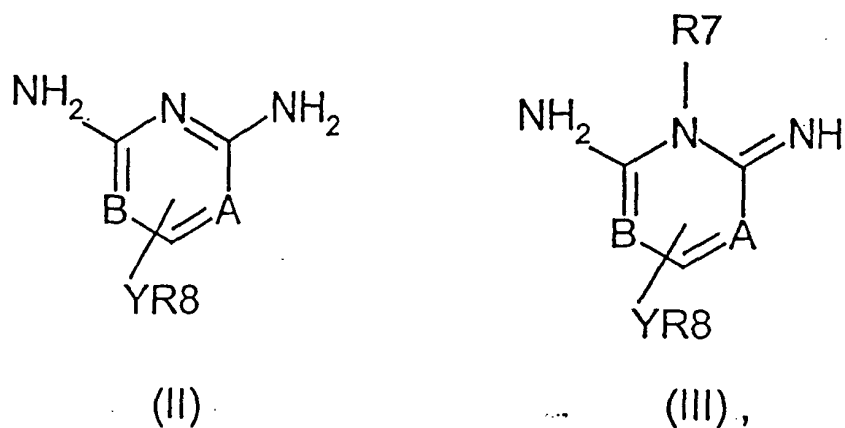
18. The method as defined in claim 12, wherein said agent is at least one member selected from the group consisting 2,6-diamino-3-((pyridin-3-yl)-azo)pyridine and 2,6-diamino-3-((pyridin-3-yl)-azo)pyridin-1-oxide.

19. The method as defined in claim 12, wherein said agent 2,6-diamino-3-((pyridin-3-yl)azo)pyridine.

20. The method as defined in claim 12, wherein said agent is a hair tonic or a preparation for sustained release of said agent.

21. A method of at least one of promoting hair growth and decreasing hair loss, said method comprising the steps of:

a) providing an agent comprising at least one member selected from the group consisting of compounds of formula (II), compounds of formula (III) and physiologically compatible salts thereof;



wherein **A** and **B**, independently of each other, are each a CH group or a nitrogen atom, with the proviso that at least one of said **A** and **B** is said CH group;

**Y** represents -O-, -(CH<sub>2</sub>)<sub>n</sub>-, -NH-CH<sub>2</sub>-, -CH<sub>2</sub>-NH-, -N=N-, -CH=CH-, -CH<sub>2</sub>-O-, -O-CH<sub>2</sub>-, -N=CH-, -CH=N-, -(CH<sub>2</sub>-CH<sub>2</sub>-O)<sub>m</sub>- or -(O-CH<sub>2</sub>-CH<sub>2</sub>)<sub>m</sub>-, with m and n, independently of each other, equal to 1, 2, 3 or 4;